

## Message Text

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PAGE 01 BUCAR 01631 141429Z  
ACTION EUR-12

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FM AMEMBASSY BUCHAREST  
TO SECSTATE WASHDC 8421  
INFO USDOC WASHDC

UNCLAS BUCHAREST 1631

E.O. 11652: N/A  
TAGS: BTIO, RO  
SUBJECT: MINISTER OF MACHINE BUILDING'S VISIT TO THERMO KING

PASS TO: D.T. JOHNSON, VICE PRESIDENT (INT'L OPERATIONS)  
THERMO KING CORPORATION  
314 W. 90TH ST.  
MINNEAPOLIS, MINNESOTA 55420

1. ACCORDING TO MINISTER OF MACHINE BUILDING OFFICIALS,  
THE ROMANIAN COMMERCIAL OFFICE IN NEW YORK HAS BEEN IN  
TOUCH WITH YOUR COMPANY TO SET UP A MEETING FOR MINISTER  
OF MACHINE BUILDING, IOAN AVRAM, DURING HIS VISIT IN EARLY  
APRIL TO MINNEAPOLIS. THESE SAME OFFICIALS HAVE TOLD ME  
ABOUT THE PROTOCOL/LETTER OF INTEND THAT A ROMANIAN DELE-  
GATION WILL SIGN ON MARCH 16 WITH THERMO KING, IRELAND,  
REGARDING PRODUCTION IN ROMANIA UNDER LICENSE OF THERMO KING  
COMPONENTS FOR TRUCK REFRIGERATOR UNITS. THEY REQUESTED THAT  
I ADVISE YOU OF THEIR DESIRE THAT DURING MR. AVRAM'S VISIT  
TO MINNEAPOLIS, HE SIGN A GENERAL COOPERATION AGREEMENT  
ENCOMPASSING WHATEVER IS SIGNED IN IRELAND. THEIR PLAN IS TO  
OPEN AREAS FOR COOPERATING DIRECTLY WITH THERMO KING IN  
THE U.S.

2. AS YOU MAY KNOW, ROMANIA IS A HIERARCHICALLY STRUCTURED  
SOCIETY AND BUSINESS NEGOTIATIONS WHICH INVOLVE A MINISTER  
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HAVE GREATER CHANCES OF BEING CONCLUDED SUCCESSFULLY, FASTER  
THAN DO OTHERS. YOU SHOULD KNOW THAT AS BUSINESS AND GOVERN-  
MENT ARE ONE IN ROMANIA, AVRAM IS IN EFFECT THE EQUIVALENT  
OF A SENIOR CORPORATE OFFICIAL OF ALL ROMANIAN ENTERPRISES  
WHICH COME UNDER THE AEGIS OF HIS MINISTRY. AS SUCH, HE IS  
NOT JUST A HIGH-LEVEL GOVERNMENT OFFICIAL IN THE U.S. SENSE,  
BUT ALSO AN ACTIVE CORPORATE OFFICIAL.

3. I WILL BE ACCOMPANYING AVRAM DURING HIS APRIL VISIT  
AS LIAISON-ESCORT OFFICER AND I LOOK FORWARD TO MEETING  
WITH YOU. REGARDS, EMIL CASTRO, COMMERCIAL ATTACHE.

AMERICAN EMBASSY  
BUCHAREST, ROMANIA.  
AGGREY

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 14 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Subject:** MINISTER OF MACHINE BUILDING\ S VISIT TO THERMO KING PASS TO: D.T. JOHNSON, VICE PRESIDENT (INT'L OPERATIONS)  
THERMO KING CORPORATION  
**TAGS:** BTIO, RO  
**To:** STATE  
**Type:** TE  
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